NAVAIR
ORLANDO
TRAINING SYSTEMS DIVISION

Gov't/Industry IPT Meeting

21 September 2005 – Partnership II
3100 Technology Parkway
Orlando, FL. 32817

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AGENDA

Welcome	Charles Betterson	(8:00)
Opening Remarks	CAPT McCracken	(8:10)
USMC Comments	Col Augustine	(8:15)
Contractor Summit Update IV	CAPT McCracken	(8:35)
Open Discussion Items	All	(9:00)
Concluding Remarks	Charles Betterson	

Contractor Summit Update IV

Gov't/Industry IPT Meeting

Overview

- Senior leadership from NAVAIR Orlando and Industry* met to identify potential improvements to reduce acquisition process costs for Government and Industry(29 Jul 04).
- Industry identified broad issues and/or recommendations to be considered.
- NAVAIR Orlando leadership reviewed issues and developed draft action plan.

* Industry representation based on total Navy contract obligations for FY 03 to NAVAIR Orlando

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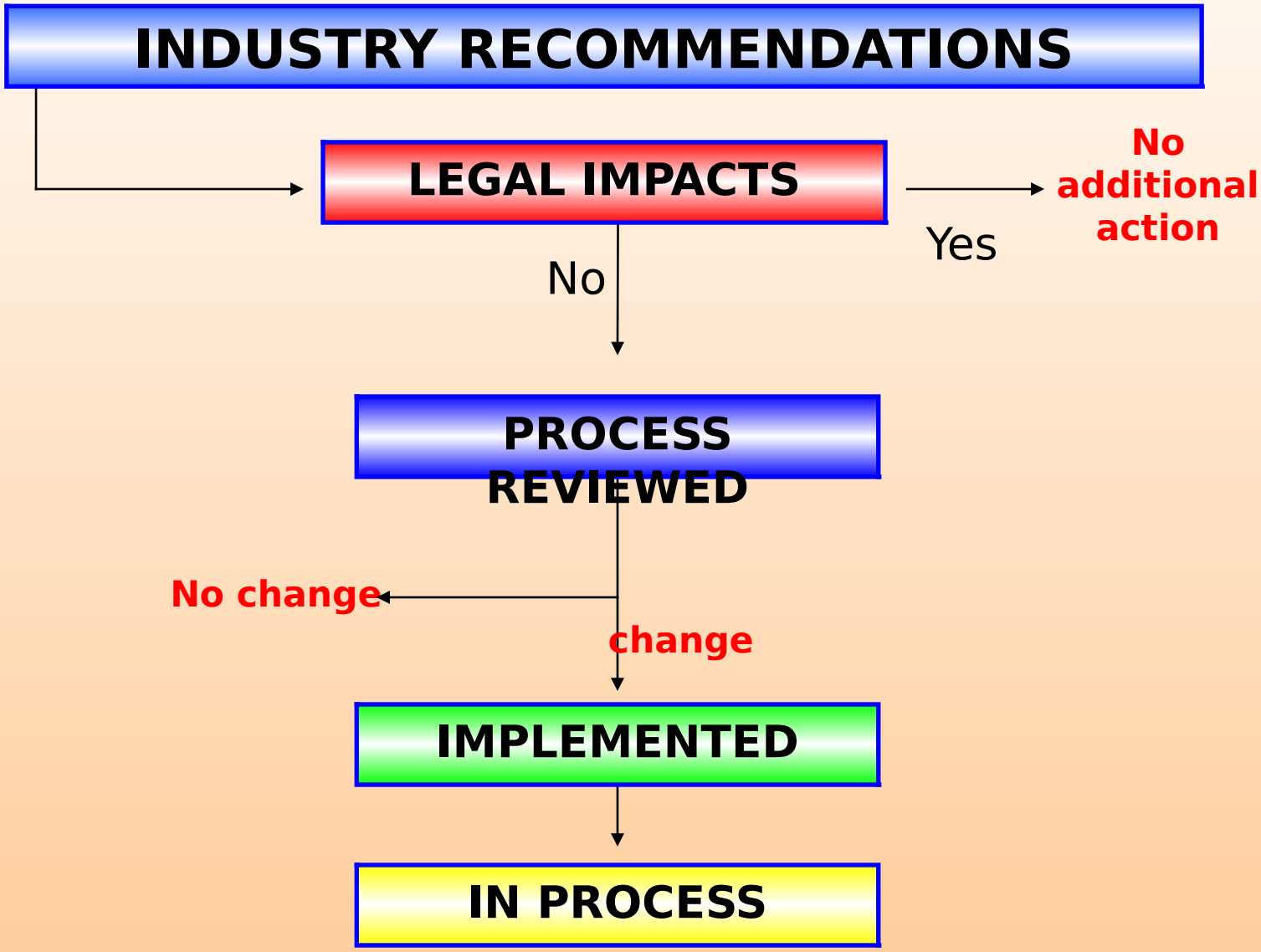

INDUSTRY RECOMMENDATIONS

LEGAL IMPACTS

- Preferred Providers
  - Limited by Competition in Contracting Law
- Sharing of Industry Resources (FACILITIES etc)
  - Cannot use outside the requirement of a Government contract

INDUSTRY RECOMMENDATIONS

PROCESS REVIEWED

Stick to RFP timelines

- Changes to requirements, funding etc sometimes make this impossible.
- Procurement planning and achieving milestone events are necessary and desirable from both an industry and government perspective.
- Communicating changes to proposed timelines and mitigating their effect will be an ongoing challenge, but one that we will willingly try and meet.

INDUSTRY RECOMMENDATIONS

PROCESS REVIEWED

Not taking advantage of ID/IQ contracts

- The majority of competitive Aviation System requirements are being accomplished via our MAC contract. Overall we have made significant use of ID/IDQ contracts in the past and will continue to do so in the future.

- Communicating the scope and availability of existing and new contracting vehicles is an ongoing initiative

Stove-piped acquisitions, Different acquisition organizations for devices, COMS, courseware, etc

- We have seen cost savings and efficiencies with having certain sectors of industry perform certain types of work (e.g., COMS, device procurements).

- We strive to balance the scope of our contracts to industry representation. Too broad of a scope may be exclusionary to small businesses and certain sectors of industry.

INDUSTRY RECOMMENDATIONS

PROCESS REVIEWED

Method to incorporate "innovative tech" and not be penalized as high risk!

- Both Gov't and Industry have to make risk versus return decisions on any proposal.
- Proposals with high risks, provide Government with data that mitigate the risk.
- Gov't will determine where innovative/state of the art solutions are desirable and where proven technology is desired.

Move to "award/incentive" type contracts

- The preferred contracting method is "firm fixed price."
- There are more contracts that include cost or delivery incentives.
- Each acquisition is reviewed to determine the appropriate contract type based on the contract risks and the goals of the acquisition.

INDUSTRY RECOMMENDATIONS

PROCESS REVIEWED

Better/more open communications prior to final RFP drop

- Draft SOWs are provided to offerors. (When appropriate)
- Pre-Solicitation Conferences (complex procurements)
- Market Research, draft documents, pre-proposal/solicitation conferences, one-on-one meetings.

Fewer Contract Vehicles

- Our multiple award contracts has significantly reduced the number of stand alone contracts
- Procurement Law require open opportunities for Small, Small Disadvantaged, Veteran Owned, Women Owned Small Businesses, Hub-Zones etc. We must have contract vehicles to do so.

INDUSTRY RECOMMENDATIONS

IMPLEMENTED

Contractor Preliminary & Final , Gov't Preliminary & Final Testing.

- Implemented the standard practice of combining on site testing.
- Maintain requirement for separate contractor and government in plant testing.
- Assumption: Training systems/simulators free of any major defects or deficiencies.

Use more "remote" reviews (e.g. telephonic, web-casts)

- SME reviews of our CBT deliverables via internet and we operate an independent web server at NAS North Island and another at Virginia Beach, Va.
- Must ensure it make sense for ALCON and provide the requisite security.

INDUSTRY RECOMMENDATIONS

IMPLEMENTED

Partnering not embraced down through organization

- Implemented Program Manager Communication Guidelines,
- Always encourage within the context of contractual and legal constraints.
- Trust is the key element that must be earned and sustained by both Govt and Industry members.

INDUSTRY RECOMMENDATIONS

IMPLEMENTED

Be judicious in requirement of oral presentations

Change process to :

- Control the Evaluation Method. Orals are not appropriate for every situation.
- Control Information. The question and answer period must be carefully planned and executed. Both sides must be aware that what is being evaluated is the Oral Presentation, not the slide content.
- Control Time. Stick to a precise, limited schedule; limit slide count; include downtime in schedule if orals are lengthy.
- Control Questions. Questions should be generated immediately after the presentation; answers should be presented during normal business hours:

INDUSTRY RECOMMENDATIONS

IN PROCESS

Standardize & Streamline

- Proposal Requirements (Section L)
- Evaluation Factors for Award (Section M)
- Performance Specifications
- Contract Data Requirements
- Technical and Program Reviews (including remote reviews)
- Key Personnel Requirements
- Government Furnished Equipment/Information Requirements

Acquisition Template

Utilize (where appropriate)

- Requirements traceability tools
- Integrated Product and Process Development partnerships

INDUSTRY RECOMMENDATIONS

IN PROCESS

Acquisition Template

Need Industry to review

- Voluntary
- 5-7 Companies (Small, medium, and large)
- Acquisition Template available for review Oct –Nov 05

INDUSTRY RECOMMENDATIONS

IN PROCESS

Testing/Sell-off requirements not consistent

- Proposed AIRSpeed project to improve the efficiency and repeatability of the training system test and acceptance process.

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OPEN DISCUSSIONS

Thanks For Coming
Next IPT Meeting
at
I/ITSEC

1 December 2005
9:00 AM
Government Conf Room